

Heartland MLS Statistics - Missouri Total
Month of February 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,752	1,980	848	755	733	15,049
New Listings This Month	1,111	488	192	151	128	3,598
Pending Contracts						
Current Month 2012	649	303	115	85	47	1,984
Current Month 2011	625	254	89	83	57	1,867
Difference	24	49	26	2	-10	117
% Change	4%	19%	29%	2%	-18%	6%
Year To Date 2012	1,250	599	233	170	114	4,017
Year To Date 2011	1,165	482	171	157	103	3,493
Difference	85	117	62	13	11	524
% Change	7%	24%	36%	8%	11%	15%
Closed Sales						
Current Month 2012	563	259	116	72	57	1,749
Current Month 2011	442	196	83	58	31	1,376
Difference	121	63	33	14	26	373
% Change	27%	32%	40%	24%	84%	27%
Year To Date 2012	1,066	454	192	134	110	3,260
Year To Date 2011	888	384	155	119	67	2,710
Difference	178	70	37	15	43	550
% Change	20%	18%	24%	13%	64%	20%
Average Sale Price						
Current Month 2012	\$104,010	\$132,539	\$176,623	\$134,753	\$101,869	\$146,075
Current Month 2011	\$104,624	\$119,280	\$167,638	\$143,894	\$86,510	\$141,911
Difference	-614	13,259	8,985	-9,141	15,359	4,164
% Change	-1%	11%	5%	-6%	18%	3%
Year To Date 2012	\$104,992	\$133,111	\$181,761	\$131,235	\$88,260	\$146,254
Year To Date 2011	\$103,067	\$125,957	\$177,572	\$124,031	\$76,072	\$142,689
Difference	1,925	7,154	4,189	7,204	12,188	3,565
% Change	2%	6%	2%	6%	16%	2%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri New Homes
Month of February 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	270	206	110	66	11	1,254
New Listings This Month	49	44	25	4	1	243
Pending Contracts						
Current Month 2012	27	42	19	7	0	199
Current Month 2011	17	26	14	5	0	119
Difference	10	16	5	2	0	80
% Change	59%	62%	36%	40%	0%	67%
Year To Date 2012	50	76	40	14	0	377
Year To Date 2011	29	48	26	9	0	223
Difference	21	28	14	5	0	154
% Change	72%	58%	54%	56%	0%	69%
Closed Sales						
Current Month 2012	18	25	16	7	0	129
Current Month 2011	12	17	13	4	0	90
Difference	6	8	3	3	0	39
% Change	50%	47%	23%	75%	0%	43%
Year To Date 2012	29	46	22	8	0	211
Year To Date 2011	23	34	21	4	0	184
Difference	6	12	1	4	0	27
% Change	26%	35%	5%	100%	0%	15%
Average Sale Price						
Current Month 2012	\$281,774	\$219,715	\$295,858	\$226,187		\$321,378
Current Month 2011	\$264,885	\$213,378	\$239,158	\$206,003		\$279,802
Difference	16,890	6,337	56,699	20,185		41,576
% Change	6%	3%	24%	10%		15%
Year To Date 2012	\$288,242	\$241,250	\$281,850	\$229,789		\$323,144
Year To Date 2011	\$244,847	\$240,834	\$297,049	\$206,003		\$304,482
Difference	43,395	415	-15,199	23,787		18,661
% Change	18%	0%	-5%	12%		6%

Pending Contracts = Pending or Sold status and Contract date within time period specified
Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri Resale
Month of February 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,482	1,774	738	689	722	13,795
New Listings This Month	1,062	444	167	147	127	3,355
Pending Contracts						
Current Month 2012	622	261	96	78	47	1,785
Current Month 2011	608	228	75	78	57	1,748
Difference	14	33	21	0	-10	37
% Change	2%	14%	28%	0%	-18%	2%
Year To Date 2012	1,200	523	193	156	114	3,640
Year To Date 2011	1,136	434	145	148	103	3,270
Difference	64	89	48	8	11	370
% Change	6%	21%	33%	5%	11%	11%
Closed Sales						
Current Month 2012	545	234	100	65	57	1,620
Current Month 2011	430	179	70	54	31	1,286
Difference	115	55	30	11	26	334
% Change	27%	31%	43%	20%	84%	26%
Year To Date 2012	1,037	408	170	126	110	3,049
Year To Date 2011	865	350	134	115	67	2,526
Difference	172	58	36	11	43	523
% Change	20%	17%	27%	10%	64%	21%
Average Sale Price						
Current Month 2012	\$98,139	\$123,226	\$157,546	\$124,906	\$101,869	\$132,115
Current Month 2011	\$100,152	\$110,344	\$154,356	\$139,293	\$86,510	\$132,261
Difference	-2,012	12,882	3,190	-14,387	15,359	-145
% Change	-2%	12%	2%	-10%	18%	0%
Year To Date 2012	\$99,867	\$120,919	\$168,808	\$124,978	\$88,260	\$134,013
Year To Date 2011	\$99,297	\$114,797	\$158,848	\$121,180	\$76,072	\$130,904
Difference	570	6,122	9,960	3,798	12,188	3,109
% Change	1%	5%	6%	3%	16%	2%

Pending Contracts = Pending or Sold status and Contract date within time period specified
Closed Sales = Sold status with Settlement Date within time period Specified